

WAIS, Inc.

March 1995 Balance Sheet

5/1/95

	<u>Actual</u>	<u>Budget</u>	<u>Difference</u>
Current Assets:			
Cash	668,489	141,107	527,382
Accounts Receivable	733,356	186,481	546,875
Deposits & prepaids	56,891	15,000	41,891
Total Current Assets	1,458,736	342,588	1,116,148
Fixed Assets:			
Furniture	44,084	19,741	24,343
Equipment & Software	200,192	150,276	49,916
Production Services	50,988	41,301	9,687
Leasehold Improvements	16,832	-	16,832
Accumulated Depreciation	(71,299)	(65,686)	(5,613)
Net Fixed Assets	240,797	145,632	95,165
Other Assets	3,099	3,815	(716)
Total Assets	1,702,632	492,035	1,210,597
Current Liabilities:			
Accounts Payable and Accrued Expenses	179,370	48,451	130,919
Accounts Receivable Line of Credit	-	-	-
Term Loan	500,000	-	-
Note Payable	48,711	-	(48,711)
Deferred Revenue	7,100	79,253	(72,153)
Accrued Income Taxes	408,468	97,801	310,667
Total Current Liabilities	1,094,938	274,216	320,722
Shareholders' Equity:			
Paid in Capital	55,418	25,000	-
Current Year Income (Loss)	514,627	146,703	367,924
Retained Earnings (Deficit)	37,649	46,116	(8,467)
Total Equity	607,694	217,819	359,457
Total Liabilities & Equity	1,702,632	492,035	1,210,597

WAIS, Inc.
Income Statement for the Month of March 1995
5/1/95

Month of March			FY 1995 Year to Date		
<u>Actual</u>	<u>Budget</u>	Better (Worse)	<u>Actual</u>	<u>Budget</u>	Better (Worse)
<i>Revenue:</i>					
321,767	177,778	143,989	Products	1,533,595	1,472,224
19,006		19,006	Government Contract	297,922	297,922
268,254	46,000	222,254	Production Services	630,737	414,000
			International	100,000	100,000
609,026	223,778	385,248	Total Revenue	2,562,253	1,886,224
15,000		15,000	<i>Cost of Sales</i>	86,850	86,850
594,026	223,778	370,248	<i>Gross Margin</i>	2,475,403	1,886,224
<i>Expenses:</i>					
73,039	70,106	(2,933)	Marketing & Sales	391,306	431,590
14,428	5,800	(8,628)	Washington Office	84,166	52,200
40,391	32,247	(8,144)	Production Services	274,012	234,333
54,731	75,284	20,553	Development	340,793	482,516
104,065	62,261	(41,804)	G&A	402,136	441,080
15,057		(15,057)	Operations	47,422	(47,422)
301,711	245,698	(56,013)	Total Expenses	1,539,835	1,641,719
292,315	(21,920)	314,235	<i>Net Operating Income (Loss)</i>	935,568	244,506
(738)		(738)	Interest Income (Expense)	1,767	1,767
291,577	(21,920)	313,497	Pretax Income (Loss)	937,335	244,506
128,294	(8,768)	(137,062)	Income Taxes	422,708	97,803
163,283	(13,152)	176,435	<i>NET INCOME (LOSS)</i>	514,627	146,703
					367,925

WAIS, Inc.
Income Statement for the Month of March 1995
5/1/95

Month of March				FY 1995 Q3		
<u>Actual</u>	<u>Budget</u>	<u>Better (Worse)</u>		<u>Actual</u>	<u>Budget</u>	<u>Better (Worse)</u>
<i>Revenue:</i>						
321,767	177,778	143,989	Products	441,217	533,334	(92,117)
19,006		19,006	Government Contract	59,036		59,036
268,254	46,000	222,254	Production Services	422,887	228,000	194,887
			International			
609,026	223,778	385,248	Total Revenue	923,139	761,334	161,805
15,000		15,000	<i>Cost of Sales</i>	45,000		45,000
594,026	223,778	370,248	<i>Gross Margin</i>	878,139	761,334	116,805
<i>Expenses:</i>						
73,039	70,106	(2,933)	Marketing & Sales	207,998	221,292	13,294
14,428	5,800	(8,628)	Washington Office	40,215	17,400	(22,815)
40,391	32,247	(8,144)	Production Services	85,714	93,525	7,811
54,731	75,284	20,553	Development	146,673	206,713	60,040
104,065	62,261	(41,804)	G&A	210,092	174,849	(35,243)
15,057		(15,057)	Operations	47,422		(47,422)
301,711	245,698	(56,013)	Total Expenses	738,114	713,779	(24,335)
292,315	(21,920)	314,235	<i>Net Operating Income (Loss)</i>	140,025	47,555	92,470
(738)		(738)	Interest Income (Expense)	227		227
291,577	(21,920)	313,497	Pretax Income (Loss)	140,252	47,555	92,697
128,294	(8,768)	(137,062)	Income Taxes	61,711	19,022	(42,689)
163,283	(13,152)	176,435	<i>NET INCOME (LOSS)</i>	78,541	28,533	50,008

Wais, Inc.
Capital Additions Budget
FY 1995

Item No.	Description	Dept	Cost	Capital Purchases:			Budget
				Jan-95	Feb-95	Mar-95	Remaining
1	Powerbook	100	3,500		3,351		149
2	Telesales Mac/IBM	100	2,500	2,447			53
3	Tradeshow machines	100	10,000	2,691	1,500		5,809
4	Printer	100	1,200	1,523			(323)
5	Powerbook	100	3,500	4,240			(740)
	Misc	100		136	(222)		86
		100 Total	20,700	11,038	4,629		5,033
6	DC Office - misc	110	3,000		173		2,827
7	DC Office computers	110	13,000	1,984	2,043	180	8,793
8	Powerbook	110	3,500				3,500
9	Furniture - DC Office	110	6,000	762			5,238
		110 Total	25,500	2,746	2,217	180	20,358
10	Powermac	200	3,500	2,349			1,151
11	Powerbook	200	4,000	2,901			1,099
12	TBH Info Eng	200	3,565				3,565
13	TBH Human Interface Eng	200	3,500				3,500
14	TBH Publishing Director	200	3,500				3,500
15	TBH Interface Designer	200	3,500				3,500
16	TBH Production Assistant	200	3,500				3,500
	Misc	200				230	(230)
		200 Total	25,065	5,250		230	19,585
17	SBIR Engr Workstations	300	7,130				7,130
18	Powerbook	300	3,500				3,500
19	Vp Eng Workstation	300	3,500				3,500
20	Engineer Workstations	300	21,390	8,714		9,975	2,701
		300 Total	35,520	8,714		9,975	16,831
21	G&A Workstations & laptops	400	6,500	166	3,393		2,941
22	Furniture - SF Office	400	50,000	1,361	1,324	6,314	41,001
		400 Total	56,500	1,526	4,717	6,314	43,943
23	Servers & Datacenter	500	115,000	4,725	7,463	27,005	75,806
24	TBH Sys Admin	500	3,600				3,600
	Misc	500		338			(338)
		500 Total	118,600	5,063	7,463	27,005	79,069
		Grand Total	281,885	34,337	19,026	43,704	184,819

Wide Area Information Servers, Inc.

Statement of Income

for the period ending 3/31/95

Marketing and Sales Expenses

	<u>Month</u>	<u>Month</u>	<u>Month</u>	<u>YTD</u>	<u>YTD</u>	<u>YTD</u>
	<u>Actual</u>	<u>Budget</u>	<u>Difference</u>	<u>Actual</u>	<u>Budget</u>	<u>Difference</u>
Salaries	28,484.63	34,749.00	-6,264.37	148,895.28	159,665.00	-10,769.72
Commissions	21,180.00	16,083.00	5,097.00	83,423.65	73,298.00	10,125.65
P/R Tax	2,932.98	3,127.00	-194.02	15,111.54	14,974.00	137.54
Medical Insur	1,232.05	1,042.00	190.05	4,993.93	6,601.00	-1,607.07
Consulting	0.00	0.00	0.00	25,879.02	33,000.00	-7,120.98
Total Salaries & Related	\$53,829.66	\$55,001.00	\$-1,171.34	\$278,303.42	\$287,538.00	\$-9,234.58
Recruiting	0.00	0.00	0.00	675.41	13,000.00	-12,324.59
Relocation	0.00	0.00	0.00	0.00	0.00	0.00
Travel-Mktg & Sales	12,002.66	10,000.00	2,002.66	53,355.03	42,000.00	11,355.03
Training-Mktg & Sales	0.00	0.00	0.00	1,034.20	1,000.00	34.20
Depreciation-Mktg & Sales	1,603.79	1,300.00	303.79	7,283.61	3,900.00	3,383.61
Equip Lease & Maint-Mktg & Sales	60.00	0.00	60.00	846.93	0.00	846.93
Equip/Software-Mktg & Sales	0.00	0.00	0.00	2,156.02	0.00	2,156.02
Network Access-Mktg & Sales	0.00	0.00	0.00	652.00	0.00	652.00
Computer Supplies-Mktg & Sales	649.50	0.00	649.50	1,324.05	0.00	1,324.05
Other Expenses-Mktg & Sales	69.75	0.00	69.75	4,037.91	0.00	4,037.91
Total Departmental Expenses	\$14,385.70	\$11,300.00	\$3,085.70	\$71,365.16	\$59,900.00	\$11,465.16
Seminars	0.00	0.00	0.00	1,343.98	0.00	1,343.98
Public Relations	-3.84	0.00	-3.84	7,990.88	25,000.00	-17,009.12
Meetings	495.26	0.00	495.26	1,012.65	0.00	1,012.65
Direct Mail	99.50	0.00	99.50	253.50	25,000.00	-24,746.50
Trade Shows	0.00	0.00	0.00	16,959.45	7,500.00	9,459.45
Telephone - Sales & Mktg	2,358.27	0.00	2,358.27	4,115.28	0.00	4,115.28
Collateral Development	1,874.79	5,000.00	-3,125.21	8,562.67	35,000.00	-26,437.33
Advertising	0.00	0.00	0.00	1,399.78	0.00	1,399.78
Total Marketing	\$4,823.98	\$5,000.00	\$-176.02	\$41,638.19	\$92,500.00	\$-50,861.81
Department Totals	\$73,039.34	\$71,301.00	\$1,738.34	\$391,306.77	\$439,938.00	\$-48,631.23

Wide Area Information Servers, Inc.

Statement of Income

for the period ending 3/31/95

Washington Office Expenses

	<u>Month</u>	<u>Month</u>	<u>Month</u>	<u>YTD</u>	<u>YTD</u>	<u>YTD</u>
	<u>Actual</u>	<u>Budget</u>	<u>Difference</u>	<u>Actual</u>	<u>Budget</u>	<u>Difference</u>
Salaries	8,250.00	8,750.00	-500.00	55,288.99	56,250.00	-961.01
P/R Tax-DC Office	714.38	788.00	-73.62	4,876.01	5,364.00	-487.99
Medical Insur-DC Office.	364.12	525.00	-160.88	2,624.16	3,375.00	-750.84
Consulting-DC Office	52.50	0.00	52.50	52.50	0.00	52.50
Consulting - DC Office	277.50	0.00	277.50	277.50	0.00	277.50
Consulting	\$330.00	\$0.00	\$330.00	\$330.00	\$0.00	\$330.00
Total Salaries & Related	\$9,658.50	\$10,063.00	\$-404.50	\$63,119.16	\$64,989.00	\$-1,869.84
Office Rental - DC Office	1,554.00	1,500.00	54.00	7,466.00	4,500.00	2,966.00
Recruiting - DC Office	0.00	0.00	0.00	1,185.68	0.00	1,185.68
Travel - DC Office	901.81	2,000.00	-1,098.19	4,896.08	6,000.00	-1,103.92
Training-DC Office	0.00	0.00	0.00	331.10	0.00	331.10
Office supplies - DC Office	326.95	0.00	326.95	955.17	0.00	955.17
Postage & Delivery - DC Office	10.75	150.00	-139.25	228.47	450.00	-221.53
Telephone - DC Office	753.37	500.00	253.37	2,557.31	1,500.00	1,057.31
Depreciation-DC Office	260.53	0.00	260.53	931.25	0.00	931.25
Equip Lease & Maint-DC Office	0.00	0.00	0.00	0.00	0.00	0.00
Equip/Software-DC Office	79.10	150.00	-70.90	368.57	450.00	-81.43
Equipment repair - DC Office	0.00	0.00	0.00	39.97	0.00	39.97
Network Access-DC Office	883.00	500.00	383.00	1,058.00	1,500.00	-442.00
Computer Supplies-DC Office	0.00	100.00	-100.00	866.84	300.00	566.84
Other Expenses-DC Office	0.00	100.00	-100.00	162.11	300.00	-137.89
Total Departmental Direct	\$4,769.51	\$5,000.00	\$-230.49	\$21,046.55	\$15,000.00	\$6,046.55
Department Totals	\$14,428.01	\$15,063.00	\$-634.99	\$84,165.71	\$79,989.00	\$4,176.71

Wide Area Information Servers, Inc.

Statement of Income

for the period ending 3/31/95

Production Services Expenses

	<u>Month</u>	<u>Month</u>	<u>Month</u>	<u>YTD</u>	<u>YTD</u>	<u>YTD</u>
	<u>Actual</u>	<u>Budget</u>	<u>Difference</u>	<u>Actual</u>	<u>Budget</u>	<u>Difference</u>
Salaries	26,832.32	23,750.00	3,082.32	119,825.11	144,376.00	-24,550.89
P.R Tax-Production Svcs	2,572.86	2,138.00	434.86	8,029.21	13,869.00	-5,839.79
Medical Insur-Production Svcs	784.72	713.00	71.72	4,760.88	6,952.00	-2,191.12
Consulting - Production Svcs	870.00	8,800.00	-7,930.00	92,741.00	26,400.00	66,341.00
Total Salaries & Related	\$31,059.90	\$35,401.00	\$-4,341.10	\$225,356.20	\$191,597.00	\$33,759.20
Recruiting - Production Svcs	430.16	0.00	430.16	10,801.00	4,000.00	6,801.00
Relocation - Prod Services	4,845.48	0.00	4,845.48	4,845.48	0.00	4,845.48
Travel Prod Services	0.00	0.00	0.00	0.00	0.00	0.00
Travel	2,816.05	3,000.00	-183.95	19,923.14	19,000.00	923.14
Training-Production Services	0.00	0.00	0.00	0.00	1,000.00	-1,000.00
Depreciation-Production Svcs	1,183.30	1,441.00	-257.70	3,290.35	5,192.00	-1,901.65
Equip Lease & Main-Production Svcs	0.00	0.00	0.00	2,372.85	0.00	2,372.85
Equip/Software-Production Svcs	0.00	0.00	0.00	1,824.51	10,000.00	-8,175.49
Network Access-Production Svcs	25.00	0.00	25.00	2,545.29	12,000.00	-9,454.71
Computer Supplies-Production Svcs	0.00	500.00	-500.00	1,462.69	6,500.00	-5,037.31
Meetings - Production Services	9.97	0.00	9.97	626.48	0.00	626.48
Other expenses	21.27	0.00	21.27	963.08	0.00	963.08
Total Departmental Expenses	\$9,331.23	\$4,941.00	\$4,390.23	\$48,654.87	\$57,692.00	\$-9,037.13
Department Totals	\$40,391.13	\$40,342.00	\$49.13	\$274,011.07	\$249,289.00	\$24,722.07

Wide Area Information Servers, Inc.

Statement of Income
for the period ending 3/31/95

Development Expenses

	<u>Month</u> <u>Actual</u>	<u>Month</u> <u>Budget</u>	<u>Month</u> <u>Difference</u>	<u>YTD</u> <u>Actual</u>	<u>YTD</u> <u>Budget</u>	<u>YTD</u> <u>Difference</u>
Salaries	40,986.85	62,833.00	-21,846.15	138,418.43	271,999.00	-133,580.57
Payroll Tax	4,074.09	5,655.00	-1,580.91	11,149.63	26,052.00	-14,902.37
Medical Insur	797.16	1,885.00	-1,087.84	3,182.33	12,760.00	-9,577.67
Consulting	2,368.12	14,500.00	-12,131.88	112,276.95	75,248.00	37,028.95
Total Salaries & Related	\$48,226.22	\$84,873.00	\$-36,646.78	\$265,027.34	\$386,059.00	\$-121,031.66
Recruiting	5,844.25	0.00	5,844.25	31,000.79	51,850.00	-20,849.21
Travel	1,424.93	500.00	924.93	11,747.21	4,500.00	7,247.21
Training	0.00	0.00	0.00	0.00	1,000.00	-1,000.00
Depreciation-Development	2,944.93	6,188.00	-3,243.07	22,881.04	34,315.00	-11,433.96
Equip Lease & Maint	178.48	500.00	-321.52	1,859.51	4,500.00	-2,640.49
Equip/Software	-4,330.00	500.00	-4,830.00	1,430.90	13,500.00	-12,069.10
Equipment repair	0.00	0.00	0.00	987.00	0.00	987.00
Network Access	224.54	100.00	124.54	3,487.22	900.00	2,587.22
Computer Supplies	0.00	750.00	-750.00	1,447.37	12,750.00	-11,302.63
Meetings - Development	0.00	0.00	0.00	44.28	0.00	44.28
Other Expenses-Development	218.23	0.00	218.23	880.13	0.00	880.13
Total Departmental Expenses	\$6,505.36	\$8,538.00	\$-2,032.64	\$75,765.45	\$123,315.00	\$-47,549.55
Department Totals	\$54,731.58	\$93,411.00	\$-38,679.42	\$340,792.79	\$509,374.00	\$-168,581.21

Wide Area Information Servers, Inc.

Statement of Income
for the period ending 3/31/95

G&A Expenses

	<u>Month</u>	<u>Month</u>	<u>Month</u>	<u>YTD</u>	<u>YTD</u>	<u>YTD</u>
	<u>Actual</u>	<u>Budget</u>	<u>Difference</u>	<u>Actual</u>	<u>Budget</u>	<u>Difference</u>
Salaries-G&A	25,475.69	26,208.00	-732.31	110,126.40	152,372.00	-42,245.60
P/R Tax-G&A	4,363.73	2,359.00	2,004.73	19,367.15	14,493.00	4,874.15
Medical Insur-G&A	854.44	786.00	68.44	5,302.55	6,906.00	-1,603.45
Consulting-G&A	0.00	2,000.00	-2,000.00	38,383.25	38,000.00	383.25
Total Salaries & Related	\$30,693.86	\$31,353.00	\$-659.14	\$173,179.35	\$211,771.00	\$-38,591.65
Recruiting-G&A	148.90	0.00	148.90	148.90	0.00	148.90
Travel	479.95	3,000.00	-2,520.05	10,843.53	36,000.00	-25,156.47
Training-G&A	0.00	0.00	0.00	100.00	1,000.00	-900.00
Depreciation-G&A	1,074.90	648.00	426.90	5,560.04	2,384.00	3,176.04
Equip Lease & Maint-G&A	323.18	0.00	323.18	2,418.23	0.00	2,418.23
Equip/Software-G&A	0.00	1,050.00	-1,050.00	1,559.85	9,450.00	-7,890.15
Network Access-G&A	94.29	0.00	94.29	972.50	0.00	972.50
Computer Supplies-G&A	0.00	0.00	0.00	2,356.77	0.00	2,356.77
Other Expenses-G&A	515.51	700.00	-184.49	1,139.56	7,200.00	-6,060.44
Total Departmental Direct	\$2,636.73	\$5,398.00	\$-2,761.27	\$25,099.38	\$56,034.00	\$-30,934.62
Office Rental	5,550.00	11,000.00	-5,450.00	44,653.29	53,186.00	-8,532.71
Office Supplies	1,467.99	3,000.00	-1,532.01	24,734.09	22,000.00	2,734.09
Office maintenance & Security	185.00	150.00	35.00	7,299.30	1,350.00	5,949.30
Postage & Delivery	1,780.50	1,000.00	780.50	10,006.89	9,000.00	1,006.89
Telephone	9,270.31	7,000.00	2,270.31	48,517.78	51,000.00	-2,482.22
Equipment Repair	733.32	250.00	483.32	1,568.71	2,250.00	-681.29
Dues & Subscriptions	0.00	100.00	-100.00	65.91	900.00	-834.09
Legal Expenses	38,432.55	8,000.00	30,432.55	50,354.43	24,000.00	26,354.43
Accounting Expenses	585.00	0.00	585.00	2,839.12	5,000.00	-2,160.88
Property Taxes	0.00	0.00	0.00	608.80	0.00	608.80
Insurance	-10.00	0.00	-10.00	1,222.00	5,000.00	-3,778.00
Meetings	1,784.09	150.00	1,634.09	5,093.90	450.00	4,643.90
Discounts	-176.08	0.00	-176.08	-2,619.60	0.00	-2,619.60
Penalties	12.55	0.00	12.55	2,525.32	0.00	2,525.32
Amortization	149.04	0.00	149.04	924.06	0.00	924.06

Wide Area Information Servers, Inc.
Statement of Income
for the period ending 3/31/95
G&A Expenses

	<u>Month</u> <u>Actual</u>	<u>Month</u> <u>Budget</u>	<u>Month</u> <u>Difference</u>	<u>YTD</u> <u>Actual</u>	<u>YTD</u> <u>Budget</u>	<u>YTD</u> <u>Difference</u>
Miscellaneous Income	-30.00	0.00	-30.00	-4,936.16	0.00	-4,936.16
Office relocation	11,000.00	0.00	11,000.00	11,000.00	0.00	11,000.00
Total G&A Corporate	\$70,734.27	\$30,650.00	\$40,084.27	\$203,857.84	\$174,136.00	\$29,721.84
Department Totals	\$104,064.86	\$67,401.00	\$36,663.86	\$402,136.57	\$441,941.00	\$-39,804.43

Wide Area Information Servers, Inc.

Statement of Income

for the period ending 3/31/95

Operations

	<u>Month</u> <u>Actual</u>	<u>Month</u> <u>Budget</u>	<u>Month</u> <u>Difference</u>	<u>YTD</u> <u>Actual</u>	<u>YTD</u> <u>Budget</u>	<u>YTD</u> <u>Difference</u>
Salaries	8,750.00	3,750.00	5,000.00	26,250.00	16,250.00	10,000.00
P/R Tax	669.38	338.00	331.38	2,008.14	1,464.00	544.14
Medical Insur	257.06	113.00	144.06	790.86	489.00	301.86
Consulting	1,000.00	4,200.00	-3,200.00	11,000.00	12,600.00	-1,600.00
Total Salaries & Related	\$10,676.44	\$8,401.00	\$2,275.44	\$40,049.00	\$30,803.00	\$9,246.00
Recruiting	0.00	0.00	0.00	0.00	0.00	0.00
Travel	0.00	0.00	0.00	0.00	0.00	0.00
Training	0.00	0.00	0.00	0.00	0.00	0.00
Depreciation	394.65	0.00	394.65	1,091.66	0.00	1,091.66
Equip Lease & Maint	610.77	0.00	610.77	851.52	0.00	851.52
Equip/Software	0.00	500.00	-500.00	0.00	1,000.00	-1,000.00
Network Access	2,608.22	2,000.00	608.22	4,629.69	4,000.00	629.69
Computer Supplies	766.97	500.00	266.97	766.97	1,000.00	-233.03
Other Expenses	0.00	0.00	0.00	32.51	0.00	32.51
Total Departmental Direct	\$4,380.61	\$3,000.00	\$1,380.61	\$7,372.35	\$6,000.00	\$1,372.35
Department Totals	\$15,057.05	\$11,401.00	\$3,656.05	\$47,421.35	\$36,803.00	\$10,618.35